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SPECIAL TRADE BULLETIN AND PRICE LIST



Wholesale Price List

December 1931

A Merry Christmas!

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We
now
pause
at this
time that
we may take
stock of our
***** most *****
valuable assets
FRIENDSHIPS
kept ***** and ***** made

More and more as the days
roll by we find great joy
in this quiet summing of this
list of real friends.

We have
the joy
to-day
o f
listing
you as
ONE OF OUR FRIENDS

Happy New Year!

Ants—and Men

Did you ever step on an ant hill, crushing to earth in a second the labor of a lifetime on the part of the colony of ants? What do they do? They immediately start to rebuild, as if nothing had happened and humans are a lot like that. That's what happened in the world of business: crushed . . . but only temporarily.

Today you and we—everyone in business is rebuilding and out of it all will come a bigger and better business. It is well to remember that when a concern is in business to stay and slowly but surely acquires a reputation for giving full value in the greatest measure it is equipped to weather the stress of depression.

None of us approve of depressions. We hate them. We are ashamed of them. We believe they are neither necessary nor inevitable . . . we believe they can and must be prevented.

The silver lining in this dark cloud is the fact that it has brought us closer to our regular customers. In practically every case we have been able to hold them. And now, that we are turning that well known "corner" you'll be buying gladly from us and we'll be buying gladly from some one else. Our stock is in splendid shape. We have tried in every way to anticipate the time when our customers will be sending in their orders. Let's get started.

R. VINCENT, Jr. & SONS COMPANY

ESTABLISHED 1871

GROWERS TO THE TRADE

White Marsh

Long Distance Telephone
Chase 12-F-4—Baltimore Exchange

Maryland

ABUTILON

Flowering Maple. The plants grow rapidly and flower freely and by some are considered indispensable for winter blooming; planted out in the Spring they are effective for bedding and borders.

Eclipse—Mottled green and yellow.	per doz.	per 100
Savitzii—Variegated white and green.		
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

ACALYPHA-MACAFEEANA

A tall growing plant used extensively for large bedding and border for Canna beds. Can be used among shrubbery for color effect. The foliage is handsome in its coloring, being a combination of bright red and yellow, mottled with chocolate.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

ACHYRANTHES

These are handsome bedding plants that should be used more. They are taller growing than Alternantheras and will stand trimming in shape better than Coleus. The colorings are strikingly beautiful and stand out in distinct contrast when properly planted.

Besterii Mostaca—Light yellow, mottled red.		
Blardi—Purplish crimson.		
Gibsonii—Light yellow.		
Lindenii—Dark purple.		
McNally—Broad leaves, streaked yellow.		
	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

AGERATUM

Fraseri—Dwarf blue, compact grower, early bloomer. Makes an excellent pot plant and can very easily be used with Alternantheras as a border plant.

Sunrise—Delicate shade of coral pink. Compact grower, a splendid new pot plant.

Edward's Giant Pink—Dwarf robust grower; deep blue flowers in large clusters. An ideal pot plant variety, also unexcelled as a bedder.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

ALTERNANTHERAS

The most used and most satisfactory bedding plant that we have for lettering, design work and low bedding. The dwarf varieties grow eight to ten inches high and ten to twelve inches wide, requires very little trimming to keep it in shape.

Aurea Nana—Yellow compact.
Jewell—Rich Carmine.
Versicolor—Crimson, chocolate and green.
Brilliantissima—Bright red.
Seyboldi—Yellow.

Carroll Park Bedder—Light red.	per doz.	per 100
2-inch	\$.75	\$4.00
	\$37.50	per 1000

ASPARAGUS PLUMOSUS NANUS

	per 100
2-inch	\$4.00

BEGONIAS

per 100

Argenteo Guttata—Profusely branching long shining green leaves; thickly dotted with white spots; flowers in clusters of white tinged pink; well worth a place in every collection.

2-inch	\$4.50
3-inch	7.50

Coralline Lucerne—A strong, vigorous upright grower, attractive bronze green foliage, spotted white. The beautiful bright coral red flower of heavy wax texture is freely produced in immense clusters.

3-inch	10.00
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Luminosa—Christmas Red, dark red.

2-inch	4.00
3-inch	7.50

Prima Donna—Carmine rose, good for winter flowering.

2-inch	4.00
3-inch	7.50

CANNA ROOTS

Strong two and three eye divisions.

Indiana—Tall grower, orange scarlet.
Kate Gray—Tall robust grower, scarlet.
Pennsylvania—Tall handsome foliage, deep red.
Rubin—Dwarf, bronze foliage, scarlet.
Shenandoah—Dark bronze, tall grower, salmon pink.
Uncle Sam—Luxuriant green foliage, orange-deep, clear shade.

	\$2.50	per 100.	\$20.00	per 1000.
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CANNA PLANTS

We expect to have our usual supply of Canna plants for spring shipment, ready in March. Prices will run from \$6.50 to \$8.00 per 100.

CIGAR PLANTS—Cuphea Platycentra

Flowers tubular in shape, 1½ to 2 inches long and have two bright scarlet wings at the end of each flower. The tip of the flower is bright purple, the stamens are pure white. Useful as a basket or pot plant; blooms continuously.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

COLEUS—Standard Varieties

The Coleus is a familiar plant to all; for bedding purposes it cannot be excelled. The foliage is very beautiful and in a great variety of shades of markings, yellow and red predominating. It is used in great quantities in private places, public gardens and parks. The Coleus show up best and makes the best showing when planted in color masses, light and dark colors contrasting. Coleus requires full sunlight to bring out its bright colors.

Bob Roy—Pinkish red, crinkled edges.
Brilliant—Combination of yellow, pink and red.
Crimson King—Bright carmine red.
Dazzling Gem—Fancy pot plant.
Duneria—Various shades of crimson.
Eldorado—Old gold.

Golden Bedder—Standard golden yellow.

Harding—A wonderful combination of bright colors.

Lord Palmerston—Dark maroon with dark crimson ribs.

Queen Victoria—Cardinal red.

Salvador—A combination of yellow, green and chocolate

Sensation—Dark crimson maroon.

Sun Ray—Crimson center, green and yellow edges.

Trailing Queen—Combination of green, gold and pink.

Verchaffelti—The standard crimson variety.

Yellow Trailing Queen—Yellow bordered with olive green.

	per doz.	per 100
2-inch	\$.75	\$4.00

\$37.50 per 1000.

3-inch	1.00	7.00
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\$67.50 per 1000.

DUSTY MILLER

Dusty Miller—Senecio Argenteus, silver foliage.

2-inch	\$.75	\$4.00
3-inch	1.00	7.00

FERNS

We are offering a wonderful lot of 3- and 4-inch Scotti, Boston and Cordetta Compacta. Good heavy stuff, ready for a shift.

	per 100	per 1000
3-inch	\$7.00	\$65.00
4-inch	25.00	220.00

FIGUS

Ficus Repens—A small close clinging vine for conservatories, rock gardens, etc.

	per 100
2-inch	\$6.00

Ficus Elastica—The old reliable rubber plant.

	per doz.	per 100
5-incb.	\$9.00	\$50.00

FUCHSIAS

Black Prince—Single, purple striped with red, red sepals.

Elm City—Calyx of cochineal red, large single, corolla of deepest red.

Graff Witte—Red corolla, red sepals.

Gloria de Marcellane—A large double white with scarlet sepals. Very free flowering, semi-dwarf grower; one of the best we have as a pot plant.

Julius LeJeune—Plum streaked rose.

Marinke—Red flowered, tall grower.

Speciosa—A well known and popular favorite as a pot plant; early and free flowering. The single flowers are about two inches long; tubes and sepals pale carmine, corolla deep scarlet.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-incb.	1.00	7.00

FUCHSIAS—IRWIN'S GIANT PINK

This is fast becoming a great favorite on account of its most pleasing habits, being early and free blooming dwarf, but robust growers, large double flower, the corolla being cameo pink, heavily veined; pale rose purple or with spinal red sepals.

	per 100
2-inch	\$5.00
3-inch	8.00

FUCHSIAS—PRIDE OF ORION

A recent introduction of special merit. Extremely double and very large, tube pink with pure white corolla. Strongly recommended as a Mother's Day plant.

	per doz.	per 100
2-inch	\$1.50	\$10.00
3-inch	2.00	15.00

GERANIUMS

We have succeeded this season, in producing an excellent crop of Geraniums and at present are able to offer our customers stock that is A-No. 1 in every way. While we expect to be able to take care of our customers throughout the season, we would appreciate early orders. This will enable us to arrange our growing list and better assure the filling of orders on the dates desired.

	2-inch	3-inch	per 100	per 100
Abbie Schaffer—Soft crimson			\$4.00	\$7.00

Alliance—One of the best hybrids between an ivy and a zonal, delicate lilac rose, upper petals blotched crimson

	4.50	7.50
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Alphonse Ricard—Bright vermillion

	4.50	7.50
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Beaute Poitevine—Lively light salmon

	4.50	7.50
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Bertha de Presilly—Silver Rose

	4.00	7.00
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Edmond Blanc—Bright scarlet cerise

	4.00	7.00
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E. H. Trego—Dazzling scarlet

	4.00	
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Gen. Grant—Orange scarlet

	4.50	7.50
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Jean Viaud—A clear shade of mauve rose

GERANIUMS—Continued

La Favorite—Pure white	4.00	7.00
John Doyle—Soft crimson red	4.00	7.00
Marquis de Castellane—Soft crimson, varying to tomato red	4.50	7.50
Madam Landry—A brilliant shade of apricot	4.00	7.00
Madam Recamier—Pure white	4.00	7.00
Mrs. E. G. Hill—Single, light salmon pink	4.00	7.00
Mrs. Lawrence—An artistic shade of satiny salmon pink	4.00	7.00
Mrs. Annie Vincent—A pure carmine color somewhat maculated white, incomparable for freshness and brightness	4.50	7.50
Radio Red—Intense scarlet, dwarf free flowering	4.50	
Red Barney—Brilliant Red	4.50	
S. A. Nutt—The standard red Geranium	4.00	7.00
Scarlet Bedder—Bright scarlet	4.00	

SCENTED GERANIUMS

Balm, Lemon, Oak Leaved, Capitatum, Nutmeg, Rose, Dr. Livingston, etc.	per 100
2-inch	\$4.00
3-inch	7.00

HARDY ENGLISH IVY

We grow English Ivy by the hundreds of thousands and can furnish it in large quantities on which we will make special prices.

Hedera Helix—Large leaf.

Hedera Garcilis—small leaf.

	per 100	per 1000
2-inch	\$4.00	\$37.50
3-inch	7.00	67.50

HELIOTROPE

Heliotrope has long been a favorite garden plant on account of the delightful fragrance of the flower which can be used advantageously with any other flowers lacking fragrance of their own. The finely formed, delicate lavender color of the flowers harmonize with most any other color. The varieties we offer have been selected with great care.

Madam Bruant—Dwarf grower, large truss.

Chieftain—The old fashion sweet scented variety.

	per 100
2-inch	\$4.00
3-incb.	7.00

Royal Fragrance—Large truss, dark purple, sweet scented, strong, robust grower.

	per doz.	per 100
2-inch	\$1.00	\$6.00
3-inch	1.50	10.00

LANTANAS

There are few summer flowering plants that give more satisfaction than Lantanas. They can be depended on to bloom regardless of the hot sun and dry weather if given any chance at all. They are becoming quite popular as a bedding plant on account of their bright, showy colors, running through scarlet, yellow, pink, and lavender. The Delicatissima, or Weeping, is hard to surpass as a basket or vase plant.

A. Cook—Orange and rose.

A. Clavean—Primrose pink.

Aurora—Tall, orange and coppery red.

Cragii—Orange, scarlet.

Delicatissima—Weeping, lilac lavender.

E. Bayard—Bright orange, red and yellow.

Francine—Dwarf yellow, opening to rose pink.

Harkett Perfection—Light pink and yellow.

Helvia—Pale canary.

Iolando—Rich orange turning to red.

Jacob Schultz—Opens with a blood orange center, turns to rich velvety crimson wine.

Juan D'Or—Bright sulphur, shading to a deep rose pink.

Leo Dex—Orange scarlet, changes to dark maroon.

Lyre—Pure white.

Melissipolia—Sulphur yellow, tinged pink.

Mer Jaune—Golden yellow.

Michael Schmidt—A bold brilliant fire red, with a few yellow petals at center.

Protee—Old rose and golden yellow.

Radiation—Orange and red.

Tethys—Sulphur yellow.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

LEMON VERBENAS

Aloysia Citridora

A well-known garden plant, appreciated for the sweet-scented foliage, which is extensively used to impart a sweet scent to bunches of flowers lacking in a scent of their own. It is also used in flavoring jellies.

	per doz.	per 100
2-inch	\$.75	\$4.00
3-inch	1.00	7.00

MARANTEA MASSANGIANA

A low growing decorative plant, leaves grayish green, blotched dark purple, small inconspicuous white flowers, a decided acquisition to a collection of small plants.

	per doz.	per 100
2-inch	\$1.00	\$8.00
3-inch	1.50	10.00

A quick growing vine, having rich green foliage; one of the best vines that can be had for covering porches, etc. The beautiful pure, large white flowers when open in the evening, produce an effect which almost baffles description. The flowers of *Leari* are a most beautiful blue. They remain open well into the morning.

Leari (Blue Dawn Flower)—The blue moonflower.

3-inch.....	1.00	7.00
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TRADE TERMS

PLEASE READ BEFORE ORDERING

ISSUED MONTHLY—Always refer to the price list for the current month, as this list cancels all previous quotations and is made on a strictly CASH BASIS.

NOT LESS THAN SIX OF ANY VARIETY AT DOZEN RATES AND TWENTY-FIVE AT HUNDRED RATES. No charge made for packing or delivering to Express Company on orders of \$1.00 or more. A packing charge of 25 cents will be made on all orders less than \$1.00. All goods travel at customer's risk, and any claim for damage should be made to the Express Company upon receipt of goods.

CASH WITH ORDER

These prices are made on a strictly "CASH WITH ORDER" basis, regardless of the responsibility of the customer. We will however, allow 3% cash with order, 2% 10 days—all bills due net 30 days. 6% interest charged on all accounts 60 days or more over due. No bills for less than \$5.00 charged.

NON-WARRANTY

We wish it to be distinctly understood that while we take every precaution to have all plants and bulbs true to name, we give no warranty, express or implied, as to description, quality, productiveness, or any other matter, of any of the plants or bulbs we send out, and will not in any way be responsible for the crop. Every order we receive will be executed on these conditions only, and they must be accepted by the customer when ordering.

JAPANESE BEETLE QUARANTINE

While we are in the Japanese Beetle zone, it does not interfere with our shipping. Several intensive inspections have failed to discover any beetles within six miles of our place. All shipments are accompanied by a certificate.

FLORIDA PERMIT NOTE

We have a permit from the Florida Plant Board to ship our stock into Florida.

LOCATION

White Marsh is located on the Philadelphia Road, Route 40 U. S. Md., 12 miles east of Baltimore. The Philadelphia Road is the direct route between Baltimore and Philadelphia via Havre de Grace, Perryville, Elkton, Wilmington and Chester. East Fayette and East Monument Sts., Baltimore, lead directly into it.

Upon notification, we will gladly meet visitors at local air ports or Railroad stations in Baltimore. Visitors always welcome.

R. VINCENT, JR. & SONS COMPANY

GROWERS TO THE TRADE

Long Distance Telephone
Chase 12-F-4—Baltimore Exchange

WHITE MARSH

MARYLAND

DAHLIA ROOTS

Whole field clumps. Divisions and tubers one-half the price of clumps. Descriptive catalogue will be mailed on request.

	per doz.	per 100
Aberdeen	\$2.00	\$10.00
A. C. Ide	2.00	10.00
A. D. Livoni	1.50	7.50
Admiral Dot	2.00	10.00
Allie Mourey	1.50	7.50
Amber Queen	2.00	10.00
Attraction	2.00	10.00
Barbara Redfern	4.00	20.00
Big Chief	1.50	7.50
Chas. Lanier	1.50	7.50
Countess of Lonesdale	1.50	7.50
Crimson Queen	1.50	7.50
D. M. Moore	4.00	8.00
Edward M. Parrish	2.00	10.00
Fordhook Victory	8.00	40.00
Garden Glow	8.00	40.00
George, Jr.	6.00	30.00
Hollywood	2.00	10.00
Islams Patroll	8.00	40.00
Jack's Discovery	2.00	10.00
Jane Cowl	12.00	60.00
Jean Kerr	2.50	12.00
Jerseys Beauty	4.00	20.00
Joppa	2.50	12.00
Kiwanis	4.00	20.00
Lawine	1.50	7.50
Lenore	2.00	10.00
Little Beauty	1.50	7.50
Little May	1.50	7.50
Mabel Thatcher	4.00	20.00
Maurice Revoir	1.50	7.50
Mrs. Bridgeton	4.00	20.00
Mrs. Carl Salbach	2.00	10.00
Myra Valentine	6.00	30.00
Norton	2.00	10.00
Patrick O'Mara	2.50	12.00
Paul Bonyon	2.00	10.00
Queen Geneveva	4.00	20.00
Queen of Yellow	1.50	7.50
Queen of Garden Beautiful	12.00	60.00
Queen Wilhelmina	2.00	10.00
Quota	6.00	30.00
Roman Eagle	4.00	20.00
Rose Pink Century	1.50	7.50
Sanhicans Blue Bird	6.00	30.00
Sensation	2.00	10.00
Souve Mme. Moreau	2.00	10.00
Sioux	4.00	20.00
Snowflake	4.00	20.00
St. George	1.50	7.50
Susan Peck McAneeny	12.00	60.00
The Emperor	4.00	20.00
The Red Planet	4.00	20.00
Valetta Velasco	12.00	60.00
Warren G. Harding	2.00	10.00
Wolfgang von Goethe	2.00	10.00
Zebra	2.00	10.00

ENGLISH IVY

FLORIST EXCHANGE, OCTOBER 17, 1931

No matter what else your customers may have done without during the last year or two, I am sure more jardinières, fancy pots, pans and crockery have been sold than ever before; each one of these calls for plants of some kind or other, and that means that as many English Ivies as ever, or more, will be used this coming Winter. Nor will the demand let up then, for we have call for them even during Summer, and every retail grower should manage to have on hand a good supply of Ivies, plants from 2½s on up to 5s and 6s, all the year 'round. Right now it's time to lift and pot up field plants to be placed along the edge of Carnation or other benches in a Carnation house temperature. If you are short of stock yourself, it's a good time to purchase either field plants or pot grown ones, and most of us have call not only for the regular kind, but also for the small leaved sort, such as the variegated form.

As with the Boston Fern, so with the English Ivy—both have the reputation of standing more abuse than most other house plants we might mention, and yet with many of our customers it is just a matter of a few weeks at best before we are called upon to replace such as have either been ruined by neglect or killed with kindness. From now on both ferns and Ivies are as much in demand as any other plants we carry, or more, and not only should we have a good assortment on hand, but we should also get ready with young stock coming on for next year. Most of us can purchase rooted Ivy cuttings far cheaper than we can do it ourselves, and November and December are the months to pot them up three to a 2½in. pot; carried in a cool house, they can remain in these pots until time for planting out next May.